



ATLANTA AREA COUNCIL

BOY SCOUTS OF AMERICA.

2022 Popcorn Sale Commission Structure

Traditional Commission Structure (Popcorn Sales runs from July 1, 2022 thru Dec. 31 2022)

30% - Base commission

1. Sell popcorn. Receive 30% commission on all Traditional
Example: \$10,000 (Traditional)
 $\$10,000 \times 30\% = \$3,000$ (kept by unit at time of Sale)

+ 4% - Base commission plus:

1. Attend a Council Popcorn Kickoff
2. Attend a Trails End Virtual Webinar by Oct. 31, 2022
3. Ensure 80% of unit sale logged through Trails End App
4. Pay popcorn balance to Atlanta Area Council by **12/7/2022**
Example: \$10,000 (Traditional) + complete items 1, 2, 3, & 4

$\$10,000 \times 30\% = \$3,000$ (base)

$\$10,000 \times 5\% = \500 (part of the single additional commission check sent to Committee Chair by February 28)

$\$3,000 + \$500 = \$3,500$ Total back to Unit

+1%- Register by July 1, 2022 - part of the single additional commission check sent to Committee Chair by February 28)

Online Sales Commission Structure

30% Commission

Sell popcorn online. Receive 30% commission

Example: Sell \$1,000 online: $\$1,000 \times 30\% = \300 . Units request the payout via the app or leader portal.

Find additional popcorn information at www.AtlantaBSA.org/Popcorn